



INTERCOLLEGIATE  
BROADCASTING  
SYSTEM

706 SANDERS AVENUE, SCHENECTADY 2, N. Y.

Manager, WCSR

February 1, 1951

Dear Sir:

You will be interested to learn that the Intercollegiate Broadcasting System recently has arranged for a national advertising representative for its full Member stations. We believe you will find there is now no other organization than IBS which offers as wide a range of services to campus broadcasting stations.

The IBS national advertising representative is the Thomas F. Clark Company, Inc., a firmly-established organization which has been in business since 1922. The enclosed transcript will provide more information.

The well-rounded IBS program of services for campus stations includes both regional and national activities. On the regional level, each region plans two or more meetings a year for the stations in the region, and many regions operate a program exchange by transcriptions, and a regional newsletter.

On the national level there are, in addition to the advertising sales activities, the IBS Bulletin, handbooks on engineering, station management, sales, etc., the Script Exchange, and free consultation service on all phases of radio broadcasting.

In addition, the System maintains an office in Washington, D.C., where it is possible to work closely with governmental agencies, such as the Bureau of Internal Revenue and the Federal Communications Commission. It has been established with the Bureau of Internal Revenue that IBS Member stations are exempt from payment of an income tax and the twenty five per cent excise tax on telephone lines used for broadcasting. The FCC recognizes that IBS Member stations are attempting to operate in accordance with the Commission's Rules and Regulations, and gives IBS stations every possible cooperation. Under Docket 9288D the Commission is considering fundamental changes in its rules and regulations governing campus-limited (carrier-current) stations, and IBS has been consulted extensively in this matter.

We cordially invite your station to join the Intercollegiate Broadcasting System. Fill out and mail the enclosed post card.

Sincerely yours,

*David W. Borst*  
David W. Borst, Operations Mgr.

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